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致加西亚的信

[美] 阿尔伯特·哈伯德 著

王勋 纪飞 等 编译



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内容提要

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内 容 简 介

A Message To Garcia 中文译名为《致加西亚的信》，由美国著名作家阿尔伯特·哈伯德编著。1898年4月美国与西班牙之间爆发了争夺殖民地的战争。为了赢得战争的胜利，美国总统麦金利急需一名合适的特使去完成一项重要的任务——将信送给古巴的加西亚将军。美国陆军一位年轻的中尉安德鲁·罗文接受了这项看起来难以完成的任务。在没有任何护卫的情况下，罗文中尉孤身一人出发了。他秘密登陆古巴岛，多次经历生与死的考验，靠着勇气、智慧、执着和责任心，最后罗文亲手将信交给了加西亚将军，完成了总统交给他的任务。为了表彰他所做的贡献，美国陆军司令为他颁发了奖章，并且高度称赞他说：“我要把这个成绩看作是军事战争史上最具冒险性和最勇敢的事迹。”

该书一经出版便成为当时最畅销的图书，至今已被翻译成世界上几乎所有的文字，成为有史以来世界上最畅销的读物之一。故事的主人公安德鲁·罗文也成为责任心、自信心、敬业精神、创新精神、忠诚、勤奋等的象征，该书也成为许多国家政府公务员、军队士兵和企业职员等的必读书籍。无论作为语言学习的课本，还是作为通俗的文学和励志读本，本书对当代中国的读者都将产生积极的影响。为了使读者能够了解英文故事概况，进而提高阅读速度和阅读水平，在每章的开始部分增加了中文导读。

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前言

阿尔伯特·哈伯德 (Elbert Hubbaid, 1856—1915)，美国著名作家和出版家。

哈伯德 1856 年 6 月 19 日出生于美国伊利诺州的布鲁明顿。他的父亲是一个乡村医师，同时又是农场主。哈伯德曾供职于巴夫洛公司，是一位成功的肥皂销售商。1892 年，他放弃工作进入了哈佛大学学习。之后，他又辍学徒步在英国旅行。在英国期间，他结识了出版商威廉·莫瑞斯，由此对出版工作产生了兴趣。结束旅行回到美国后，他试图出版自传体小说《短暂的旅行》，但没有一家出版公司愿意出版。哈伯德决定成立一家出版公司出版自己的作品，于是罗依科罗斯特出版公司诞生了。

哈伯德是一位既高产又畅销的作家，同时还是一位经营天才，他的出版公司也因他的作品和经营而迅速发展。除此之外，他还创办了两本杂志《菲士利人》和《兄弟》，杂志上的许多文章都出自哈伯德之手。在写作、出版的同时，哈伯德还致力于公众演讲，他是一位出色的演讲家。1915 年，他与妻子乘坐的路西塔尼亚号轮船遭遇德国水雷袭击而不幸遇难。

哈伯德既是一位畅销书作家又是一位成功的商人，同时他还留给世人不朽名篇——《致加西亚的信》。一百多年来，该书被翻译成了世



界上几乎所有的文字，成为有史以来世界上最畅销的读物之一。该书还成为培养公务员、士兵和职员敬业守则的必读书，影响了一代又一代人的思想。在中国，《致加西亚的信》同样是最受广大读者欢迎的经典图书之一。目前，在国内数量众多的《致加西亚的信》书籍中；主要的出版形式有两种：一种是中文翻译版，另一种是中英文对照版。而其中的中英文对照读本比较受读者的欢迎，这主要是得益于中国人热衷于学习英文的大环境。从英文学习的角度来看，直接使用纯英文的学习资料更有利于英语学习。考虑到对英文内容背景的了解有助于英文阅读，使用中文导读应该是一种比较好的方式，也可以说是该类型书的第三种版本形式。采用中文导读而非中英文对照的方式进行编排，这样有利于国内读者摆脱对英文阅读依赖中文注释的习惯。基于以上原因，我们决定编译《致加西亚的信》，并采用中文导读英文版的形式出版。在中文导读中，我们尽力使其贴近原作的精髓，也尽可能保留原作的风格。我们希望能够编出为当代中国读者所喜爱的经典读本。读者在阅读英文故事之前，可以先阅读中文导读内容，这样有利于了解故事背景，从而加快阅读速度。我们相信，该经典著作的引进对加强当代中国读者，特别是青少年读者的人文修养是非常有帮助的。

本书主要内容由王勋、纪飞编译。参加本书故事素材搜集整理及编译工作的还有郑佳、刘乃亚、熊金玉、李丽秀、熊红华、王婷婷、孟宪行、胡国平、李晓红、贡东兴、陈楠、邵舒丽、冯洁、王业伟、徐鑫、王晓旭、周丽萍、熊建国、徐平国、肖洁、王小红等。限于我们的科学、人文素养和英语水平，书中难免会有不当之处，衷心希望读者朋友批评指正。

1913 年版前言

Foreword For The Version In 1913



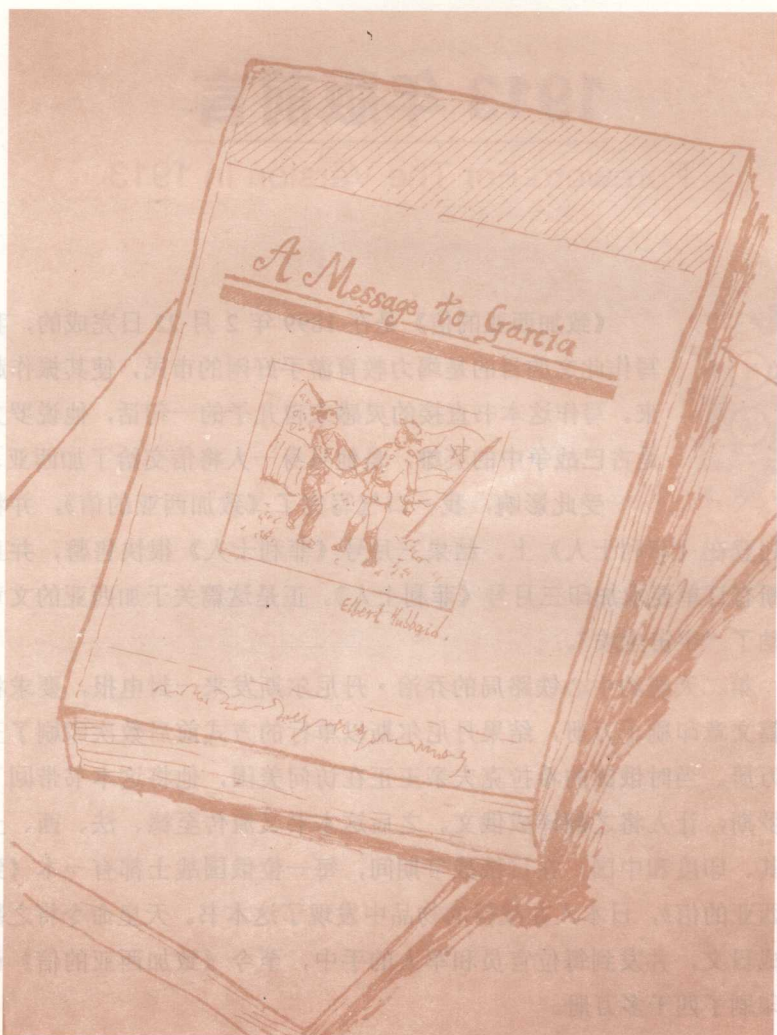
《致加西亚的信》是在 1899 年 2 月 22 日完成的，我写作此文的目的是竭力教育游手好闲的市民，使其振作起来。写作这本书直接的灵感来自儿子的一句话，他说罗文是古巴战争中的英雄，是他只身一人将信交给了加西亚。

受此影响，我一口气写完了《致加西亚的信》，并将其刊登在《菲利士人》上。结果三月号《菲利士人》很快售罄，并且不断有订单要求加印三月号《菲利士人》。正是这篇关于加西亚的文章搅动了“宇宙尘埃”。

第二天纽约中心铁路局的乔治·丹尼尔斯发来一封电报，要求将那篇文章印刷十万册，结果丹尼尔斯以单行的方式前后数次印刷了五十万册。当时俄国的希拉克夫亲王正在访问美国，他将这本书带回了俄罗斯，让人将之翻译成俄文。之后这本书又流传至德、法、西、土耳其、印度和中国。在日俄战争期间，每一位俄国战士都有一本《致加西亚的信》，日本人在战俘的物品中发现了这本书。天皇命令将之翻译成日文，并发到每位官员和军人的手中，至今《致加西亚的信》已经印刷了四千多万册。

阿尔伯特·哈伯德

1913 年 12 月 1 日



1913年12月1日

1913年12月1日

This was that I gave Mr. Daniels permission to reprint the article in his
This literary trifle, *A Message To Garcia*, was written one evening after supper, in a single hour. It was on the 22nd of February 1899, Washington's Birthday: we were just going to press with the *March Philistine*.

The thing leaped hot from my heart, written after a trying day, when I had been endeavoring to train some rather delinquent villagers to abjure the comatose state and get radioactive.

The immediate suggestion, though, came from a little argument over the teacups, when my boy Bert suggested that Rowan was the real hero of the Cuban War. Rowan had gone alone and done the thing-carried the message to Garcia.

It came to me like a flash! Yes, the boy is right, the hero is the man who does his work-who carries the message to Garcia. I got up from the table, and wrote *A Message To Garcia*. I thought so little of it that we ran it in the *Magazine* without a heading. The edition went out, and soon orders began to come for extra copies of the *March Philistine*, a dozen, fifty, a hundred, and when the American News Company ordered a thousand, I asked one of my helpers which article it was that stirred up the cosmic dust. "It's the stuff about Garcia," he said.

The next day a telegram came from George H. Daniels, of the New York Central Railroad thus, "Give price on one hundred thousand Rowan article in pamphlet form-Empire State Express advertisement on back-also how soon can ship."

I replied giving price, and stated we could supply the pamphlets in two years. Our facilities were small and a hundred thousand booklets looked like an awful undertaking.

December 1, 1913

The result was that I gave Mr. Daniels permission to reprint the article in his own way. He issued it in booklet form in editions of half a million. Two or three of these half-million lots were sent out by Mr. Daniels, and in addition the article was reprinted in over two hundred magazines and newspapers. It has been translated into all written languages.

At the time Mr. Daniels was distributing *A Message To Garcia*, Prince Hilakoff, Director of Russian Railways, was in this country. He was the guest of the New York Central, and made a tour of the country under the personal direction of Mr. Daniels. The Prince saw the little book and was interested in it, more because Mr. Daniels was putting it out in big numbers, probably, than otherwise.

In any event, when he got home he had the matter translated into Russian, and a copy of the booklet given to every railroad employee in Russia.

Other countries then took it up, and from Russia it passed into Germany, France, Spain, Turkey, Hindustan and China. During the war between Russia and Japan, every Russian soldier who went to the front was given a copy of *A Message To Garcia*. The Japanese, finding the booklets in the possessions of the Russian prisoners, concluded it must be a good thing, and accordingly translated it into Japanese.

And on an order of the Mikado, a copy was given to every man in the employ of the Japanese Government, soldier or civilian. Over forty million copies of *A Message To Garcia* have been printed. This is said to be a larger circulation than any other literary venture has ever attained during the lifetime of an author, in all history- thanks to a series of lucky accidents.

Elbert Hubbard

December 1, 1913

致加西亚的信

A Message To Garcia



美西战争爆发后，美国必须尽快与古巴起义军的首领加西亚取得联系，并获得他的合作。但是加西亚在古巴的深山里，没有人知道他的确切地址。有人对麦金利总统说，一个叫罗文的人可以把信送给加西亚。于是他们找来罗文，给了他一封信，让他把信交给加西亚。

人们只知道罗文将信收好，去了古巴，至于他如何穿越这个国家和丛林，如何将信交给加西亚，没有必要详述。但是重点是，麦金利总统将信交给罗文之后，罗文并没有问加西亚在哪里。

这正是罗文的伟大之处，我们应该为他铸造一座青铜雕像立在全国各所大学里。年轻人需要的不只是书本上的知识和教诲，还要有敬业精神、责任感、果断和毅力——全心全意做好一件事，正如罗文把信交给加西亚一样。

古巴的加西亚将军已经去世，但是这个世界上还有许多的加西亚——企业经营者，他们所雇用的人往往敷衍了事，缺乏责任感。除非有人威逼利诱，又或者上帝创造了奇迹。

读者不妨做一个实验：假设您坐在办公室，要一位员工去百科全书中检索柯勒乔的生平，他是否会平静地回答您“是的”，然后就去办

现在人们应该向成功者表示同情，他们在形势不利的情
况下，为了革命事业，不惜牺牲生命，这是值得人们敬佩的。在革命斗争中，人们应该向成功者表示同情，他们在形势不利的情



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事呢？

无论如何，他都不会。他会问很多问题，诸如他是谁，查哪一本百科全书，百科全书在哪，为什么不让别人做这件事，他还活着吗等等；而在您回答这些问题之后，他会找另一位员工查，而后回来告诉您，根本找不到。

从概率上讲，这个实验诚如上面所描述的那样，当然也许会有例外。

当然如果您够聪明，就不会费心向您的助手解释，柯勒乔的资料在C字母下，而不是K字母；然后说没关系，之后自己去查。就是因为缺乏独立行动的能力，不愿意巩固和提高，这使得纯理论的社会主义的实现变得遥不可及。人们为了自己都不会努力，他又怎么会为公众利益奋斗呢！如果招聘一名速记员，他可能不会使用标点符号，并且他根本就不认为那是速记员应当具备的条件。我们不禁要怀疑这样的人能把信带给加西亚吗？

最近，有人对失业者和正在受到残酷压榨的人深表同情，同时将掌权者骂得体无完肤。但是没有人关注那些努力使饭桶变得有用的雇主。雇主遣走不能促进公司利益的人，同时吸纳员工。这就是适者生存的道理。为了自身利益，雇主只能保留那些好的员工——能够把信交给加西亚的人。

假如有一个很有才华的人，没有能力经营自己的生意；对于别人来说，也毫无价值，因为他总是认为老板在压榨他。他不能发号施令，也不甘心听别人的。如果派他去给加西亚送信，他的回答可能是你自己去吧。如今，这个人正在寻找工作，谁会雇佣他呢。

与其同情一个道德有缺陷的人，还不如去同情一个肢体有缺陷的人。我们应该同情那些努力经营企业的人，他们在下班之后仍在加班，努力约束那些懒散的人，没有他们，将有更多的人无家可归。

现在人们应该向成功者表示同情，他们在形势不利的情况下指导其他人工作并获得成功，可是并没有得到什么。

现代社会需要罗文，全世界都在呼唤把信送给加西亚的人。

阿尔伯特·哈伯德

1899年

ELBERT HUBBARD penned his classic essay, *A Message to Garcia* in one hour after a dinnertime discussion with his family. At dinner, Hubbard's son, Bert, claimed that the true hero of a particular Spanish-American war battle was Rowan - a messenger who braved death by carrying a note behind the lines to Garcia, the leader of the insurgents.

The essay originally ran in Hubbard's magazine, *The Philistine*, in February, 1899. Inspired by its message, George Daniels of the New York Central Railroad asked permission to reprint and distribute 500,000 copies. Prince Hilakoff, Director of Russian Railways, read one of Daniel's reprints and had it translated into Russian. *A Message to Garcia* was distributed to every one of his railroad employees.

The Russian military then picked up the ball: each Russian soldier sent to the Japanese front was given a copy. The Japanese found the essay in the possessions of the Russian prisoners and subsequently had it translated into Japanese. On an order of the Mikado, a copy was given to each member of the Japanese government.

Ultimately, forty million copies of *A Message To Garcia* were published.

A Message To, -Garcia

—by Elbert Hubbard

In all this Cuban business there is one man stands out on the horizon of my memory like Mars at perihelion.

When war broke out between Spain and the United State, it was very necessary to communicate quickly with the leader of the Insurgents. Garcia was somewhere in the mountain vastness of Cuba- no one knew where. No mail nor telegraph message could reach him. The President must secure his cooperation, and quickly. What to do!

Some one said to the President, "There's a fellow by the name of Rowan who will find Garcia for you, if anybody can."

Rowan was sent for and given a letter to be delivered to Garcia. How "the fellow by the name of Rowan" took the letter, sealed it up in an oil-skin pouch, strapped it over his heart, in four days landed by night off the coast of Cuba from an open boat, disappeared into the jungle, and in three weeks came out on the other side of the Island, having traversed a hostile country on foot, and delivered his letter to Garcia-are things I have no special desire now to tell in detail. The point that I wish to make is this: McKinley gave Rowan a letter to be delivered to Garcia; Rowan took the letter and did not ask, "Where is he?"

By the Eternal! There is a man whose form should be cast in deathless bronze and the statue placed in every college of the land. It is not book-learning young men need, nor instruction about this and that, but a stiffening of the vertebrae which will cause them to be loyal to a trust, to act promptly, to concentrate their energies: do the thing "Carry a message to Garcia!"

General Garcia is dead now, but there are other Garcias. No man who has endeavored to carry out an enterprise where many hands were needed,

but has been wellnigh appalled at times by the imbecility of the average man- the inability or unwillingness to concentrate on a thing and do it.

Slipshod assistance, foolish inattention, dowdy indifference, and half-hearted work seem the rule; and no man succeeds, unless by hook or crook or threat he forces or bribes other men to assist him; or mayhap, God in His goodness performs a miracle, and sends him an Angel of Light for an assistant.

You, reader, put this matter to a test, You are sitting now in your office-six clerks are within call. Summon any one and make this request: "Please look in the encyclopedia and make a brief memorandum for me concerning the life of Correggio." Will the clerk quietly say, "Yes, sir," and go do the task?

On your life, he will not. He will look at you out of a fishy eye and ask one or more of the following questions:

Who was he?

Which encyclopedia?

Where is the encyclopedia?

Was I hired for that?

What's the matter with Charlie doing it?

Is he dead?

Is there any hurry?

Shant I bring you the book and let you look it up yourself?

What do you want to know for?

And I will lay you ten to one that after you have answered the questions, and explained how to find the information, and why you want it, the clerk will go off and get one of the other clerks to help him try to find

